

Message Text

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PAGE 01 STATE 146606

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INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

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R 210126Z JUN 75

FM SECSTATE WASHDC
TO AMEMBASSY PRAGUE

UNCLAS STATE 146606

E.O. 11652: NA

TAGS: BEXP, CZ

SUBJECT: SYMPOMECH TRADE FAIR: SNAP-ON TOOLS

REF: PRAGUE 1403

1. BEWT COMMERCE (LUCYK AND ELLIS) CONTACTED JOHN RASCH, SNAP-ON MANAGER OF EXPORT SALES BY PHONE TO DETERMINE SNAP-ON'S REASON FOR WITHDRAWING SYMPOMECH. RASCH SAID ANNUAL SALES MEETING AT COMPANY HEADQUARTERS IN WISCONSIN NECESSARY ALL FOREIGN SALES PERSONNEL BEING THERE DURING TIME OF SYMPOMECH, SO RIGHT LEVEL PERSON NOT AVAILABLE TO MAN EXHIBIT. ADDITIONALLY, UNSPECIFIED DIFFICULTIES ENCOUNTERED IN SHIPPING MATERIALS TO EXHIBITION. BEIRUT OFFICE EVIDENTLY GAVE HOTEL PROBLEM AS CONVENIENT EXCUSE FOR WITHDRAWAL, NOT WANTING TO IMPLY LACK OF INTEREST IN MARKET. RASCH SAID SNAP-ON REMAINS VERY MUCH INTERESTED IN MARKET AND WISHES TO EXPLORE POSSIBILITIES AT MORE CONVENIENT TIME.

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PAGE 02 STATE 146606

2. COMMERCE ENCOURAGED SNAP-ON AT LEAST SEND CATALOGUES

FOR U.S. BOOTH AT SYMPOMECH. APPEARS DECISION WITHDRAW
CURRENT SYMPOMECH EXHIBITION, HOWEVER, FINAL. KISSINGER

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Message Attributes

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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
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Margaret P. Grafeld
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